

**Arizona Department of Real Estate (ADRE)  
Education Advisory Committee (EAC)  
Meeting Minutes**

Wednesday  
June 28, 2018  
10:15 a.m. – 12:15 p.m.  
Arizona Department of Real Estate  
1st Floor Conference room  
100 North 15<sup>th</sup> Avenue  
Phoenix, Arizona 85007

- I. Call to Order -  
Commissioner Lowe called the meeting to order at 10:17 a.m.

II. Introductions & Welcome

**Members present:**

Marti Barnewolt  
Holly Eslinger  
Barb Freestone  
Scott Goddard  
Jon Kichen  
Laura Kovacs  
Sherry Olsen  
Debbie Shields  
Kelly Zitlow

**Absent:**

Marc Blonstein  
Evan Fuchs  
Jim Hogan  
Mary Sand  
Patrick Sheahan

**ADRE Representatives present:**

Judy Lowe, Commissioner

Louis Dettorre, Deputy Commissioner (DC)

Carla Randolph, Asst. Commissioner Licensing Services/ CIO (AC)

Jim Williams, Education Auditor

Abby Hansen, Executive Assistant

**Public:**

Jon Faxnlof, Colorado Real Estate School

Brian Tassinari, Willetta Partners

Michael McAllister, The CE Shop

Trudy Moore, Broker, Homesmart

Laurie McDonnell, Designated Broker, Homesmart

- III. Approval of March 15, 2018 Meeting Minutes  
Commissioner Lowe asked for an approval of the March 15, 2018 Meeting Minutes. Upon a motion by Member Shields, the minutes were unanimously approved.
- IV. EAC Charge/Upcoming Member- Appointments/Reappointments  
AC Randolph reviewed the EAC charge and provided a brief overview of some of the benefits of the committee. Commissioner Lowe spoke to the diverse background of the committee members.  
The following members are up for reappointment;  
Holly Eslinger  
Scott Goddard  
Jim Hogan  
Jon Kichen  
Laura Kovacs  
Pat Sheahan  
Kelly Zitlow  
AC Randolph asked all to send a statement of interest and resume and/or send suggestions for possible new members.

V. Industry/Legislative/ADRE Update

Commissioner Lowe noted a few of the Department updates/focus;

- The Department completed the move to 100 North 15<sup>th</sup> Avenue, Suite 201. Commissioner Lowe recognized the entire staff for the efficiency and cost savings of the move.
- There has been a decline in walk-ins to licensing. To be determined if it is due to the move or if more licensees are embracing online options. Some of the real estate schools have put in place the ability for new licensees to apply online at the school.
- There is an understanding in the Department about the need to walk in the licensee's shoes to really understand the profession.
- ADRE has eight new informational brochures available.
- The State Employee Engagement survey was conducted and the Department had very good results.
- Real estate licensee as the principle in a transaction. Commissioner Lowe noted that the Arizona Association of Realtors® has posted an article on their website regarding the topic.
- The Department is receiving complaints regarding unlicensed assistants doing real estate activity.
- Late disclosures are up. Commissioner Lowe reiterated that all disclosures must be made within ten days of conviction.
- Effective July 1, 2018, all misdemeanors and felonies must be disclosed.
- The Department has seen an increase in advertising complaints.

DC Dettorre gave a brief legislative/departments update.

- Most legislation just passed will have an effective date of 8/3/18 but the pre-licensing education bill will be effective 12/31/2018.
- Member Shields asked about HB2399, DC Dettorre stated it was vetoed and then came through as a new bill, HB2655, latter in session.
- A legislative overview is available on the ADRE website [www.azre.gov](http://www.azre.gov)
  - Education updates will be posted on the website.
  - A new Bulletin was issued and is posted on the website.
  - The Arizona Mexico Commission (AMC) Summit was held on June 14 and 15th and was a success. DC Dettorre recognized Member Sheahan for his contribution to that success. The next AMC Summit will be in December in Mexico.

- VI. AC Randolph reviewed the charge of the pre-licensure review committee which included members; John Beshk, Marti Barnewolt, Jim Hogan and Bill Gray. A stakeholder meeting will be held in July to review the recommended changes. Commissioner Lowe stated the goal is to have a new curriculum by mid-August. Member Barnewolt gave a brief overview of the outcome of the committee. She stated they removed some archaic items and added items more in line with the current industry. This roll out will be for salesperson, the broker recommendation has not been completed. Commissioner Lowe stated all school test scores are available on our website and will be updated quarterly. Commissioner Lowe noted that the Department sees education as three pronged; the licensee, the Department and the consumer. Member of the Public McCallister commented "it's really a good exercise what the Department is undertaking".
- VII. AC Randolph gave an update and provided a handout on the Distance Learning Continuing Education Course Content Quality Workgroup. Member Kichen and Member Hogan had led the workgroup. Member Freestone suggested using "feedback" rather than "survey".
- VIII. Classroom Environment Issues Discussion- Member Kichen stated that as a school administrator he has noticed that classes are increasingly being held at locations that do not appear proper for an educational facility; i.e. restaurants, bars, open houses, buses etc. He asked if Commissioner Lowe could address the issue with a Substantive Policy to clarify what is satisfactory for a classroom. Commissioner Lowe stated that the Department needs to look at it to improve the education of the profession and noted the EAC may make a recommendation. Member Kovacs stated she concurred with Member Kichen. Commissioner Lowe suggested that ADRE research the history as she does not believe there was a classroom definition that went to rule. Member Kichen had a recap of the previous work done on the definition. Commissioner Lowe will bring forward some vetted language at the next EAC meeting that may move to a workgroup.
- IX. Volunteer Monitor Program Update-
- There has been a downtick in Education applications.
  - Since the first of the calendar year, nine new schools have been approved.
  - Examples given of volunteer monitor evaluations.

- X. Review Education/Licensing Division Monthly Reports-  
AC Randolph reviewed the licensing and education statistics provided in the handout.
- XI. Next EAC Meeting date: September 12, 2018 from 10:00 a.m. to Noon
- XII. Other matters –  
The stakeholder meeting for the Pre-licensure Review Committee findings will be held at the end of July.
- Commissioner Lowe recommended reducing the timing for approved courses from four years to two years, and noted it would need to be brought forward to the legislature next year.
- XIII. Call to the public;  
Member of the public Jon Faxnlof stated the Department run's an excellent meeting.
- XIV. Meeting adjourned at noon.

*Respectfully submitted this \_\_\_\_\_ day of July, 2018*  
*Education Advisory Committee*

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*Commissioner Judy Lowe*

*Members of the Education Advisory Committee will attend either in person or by telephone conferencing.*